

# Activity in Foreign Trade Nation-Wide

**U.S. Chamber of Commerce Finds Interest in Inland Cities Fully as Great as It Is Along the Seaboard**

## Interior Bureaus Formed

**Government Agencies' Help Should Be Utilized to a Greater Degree, Is Urged**

From The Tribune's Washington Bureau

WASHINGTON, Sept. 16.—Unusual activity in the promotion of foreign trade, even in inland cities, has been found by the Chamber of Commerce of the United States in a survey of the country just completed.

In many cases it was found that Chambers of Commerce in inland cities are displaying as much interest in matters of foreign trade as cities along the seaboard. In such towns as Chicago, Cleveland, St. Louis, Cincinnati, Pittsburgh, Detroit and other large interior manufacturing centers, intense interest in foreign commerce was shown. Many chambers of interior cities have established foreign trade bureaus.

The study made by the United States Chamber developed that organizations consider foreign trade matters of three or more distinct varieties: Foreign trade matters of national importance; foreign trade matters of general importance in local communities; matters of foreign trade information and service.

Regarding the last phase of foreign trade promotion, it was pointed out by the National Chamber that greater use should be made of the valuable commercial and other information to be obtained from government agencies.

### Many Kinds of Activities

The investigation showed that Chambers of Commerce indulged in twenty-seven various activities in promoting foreign trade. They are:

- Classification of membership according to commodities and markets in which interested, and notification of members of all developments concerning them.
- Maintenance of library and reference files of clippings, classified by commodities and markets.
- Study in detail of the statistics of the various United States customs districts with each foreign country of particular interest in an endeavor to stimulate business in lines locally available.
- The arrangement of foreign visitors in delegations and individually to come and meet local business men, similarly encouraging of visitors by consuls, commercial attaches and recognized authorities on shipping, marine insurance, banking, etc.
- Advertisement of the city as a trade center by systematic publicity at home and abroad. One chamber of commerce is using motion pictures for this purpose.
- Directories Sent Abroad

Distribution abroad of classified lists or directories of local exporters and their products to United States consular United States chambers of commerce and selected foreign organizations and dealers.

Arranging for exchange of membership and services with chambers of commerce in foreign countries.

The holding of exhibits of samples of goods offered or materials and supplies available in particular foreign markets. Also arranging sample exhibits of local export products.

Organization and promotion of foreign trade classes, language classes, etc.

Organization and promotion of foreign trade clubs, luncheons, lectures, meetings, conventions, etc.

Working for better steamship services, railroads, cable, wireless and postal facilities, for benefit of local business men and handling of members' complaints or difficulties arising in connection with such services.

Organization of "trade tours" of members to foreign countries and planning itineraries and introductions for individual members going abroad.

Development Kept Track of

Publication of foreign trade bulletins or periodical letters and contributions on foreign trade subjects to the organization house organ, and otherwise keeping members posted on foreign trade developments.

Contributions to column on foreign trade in one or more local newspapers.

Getting out special pamphlets on various phases of foreign trade.

By questionnaires determining views of local exporters, importers, etc., on foreign trade questions of vital importance.

Making special studies or investigations for members by statistical and other research and by special inquiries through government offices, consular, commercial organizations, banks, founders, publishers, etc., at home and abroad.

Bringing all specific foreign trade opportunities received directly or indirectly to the attention of members, with all available details, and aiding members to get on the exporters' lists in the Bureau of Foreign and Domestic Commerce for foreign trade opportunities, and helping members to make agency connections.

Supplying information about sailing dates and shipping rates, routing of shipments, and special packing requirements (usually by agreement with some forwarding concern); also handle foreign traffic claims in cooperation with local traffic department.

Maintaining translation service for members, usually by listing public translators and translation bureaus, helping members to draft foreign trade catalogues and other documents, literature, maintaining foreign advertising service for members (usually through lists of available mediators and agencies specializing on foreign advertising).

Trade Problems Worked Out

Members in working out problems of foreign trade financing, exchange, marine and pilferage insurance, etc., and aiding members in filling out all sorts of official and other documents required in foreign trade transactions.

Supplying United States customs tariff, drawback, bonded warehouse, etc., information (checking up through United States customs service and United States Tariff Commission); supplying information about foreign customs tariff rates, consumption requirements, commercial traveler regulations, marking requirements and other foreign government requirements (checking up through division of foreign tariffs of the Bureau of Foreign and Domestic Commerce); supplying information about parcels post international money order, and information (checking up through United States Postal Service).

Aiding members to obtain suitable employees for foreign trade and to organize foreign trade departments in mapping out foreign trade campaigns.

Aiding members in adjustment of disputes on foreign sales (including arbitration when formal arbitration is necessary).

Rendering foreign trade mark and foreign patent service for members (usually by listing reputable attorneys and agencies specializing in this work).

Rendering foreign trade information service and assisting in foreign collections for members (usually by listing or special credit reporting and collection agencies).

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